

Message Text

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ORIGIN NEA-16

INFO OCT-01 ISO-00 ACDA-19 AID-20 IGA-02 MC-02 OMB-01

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R 271551Z SEP 74

FM SECSTATE WASHDC

TO AMEMBASSY KUWAIT

INFO USCINCEUR

JCS WASHDC

CNO WASHDC

CSA WASHDC

C O N F I D E N T I A L STATE 213357

E.O. 11652: GDS

TAGS: MASS, KU

SUBJECT: FMS KUWAIT - AIR DEFENSE/I HAWK

REF: (A) KUWAIT 4107, (B) KUWAIT 4116

1. LETTER OF OFFER (L/O) FOR CASE UAH, CONSISTING OF BOTH BASIC I HAWK EQUIPMENT AND MAINTENANCE FLOAT, SENT EMBASSY SEPTEMBER 26 VIA INTERNATIONAL AIRMAIL AS REQUESTED. PLEASE ACKNOWLEDGE RECEIPT.

2. L/O FOR I-HAWK SYSTEM HAS BEEN DEVELOPED IN CONJUNCTION WITH RAYTHEON AND SHOULD REFLECT PRECISELY THE CONFIGURATION REQUESTED BY GOK. TOTAL ESTIMATED PRICE OF REVISED L/O IS ESSENTIALLY SAME AS THAT DEVELOPED IN COUNTRY BY NEGOTIATING TEAM LAST APRIL. UNFORTUNATELY, DELIVERIES ARE NOT AS OPTIMISTIC AS RAYTHEON PROPOSAL, CONFIDENTIAL

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BUT REFLECT MORE REALISTIC APPROACH TO PACKAGE RESPONSIVE

TO TOTAL AIR DEFENSE SYSTEM CONCEPT. ANNEX A TO L/O,
INDICATING ADDITIONAL L/O'S THAT WILL BE SUPPLIED, HAS
BEEN INCLUDED SO THAT DEFENSE MINISTER SHAYKH SAAD CAN
HAVE APPRECIATION OF MAGNITUDE OF TOTAL U.S. EFFORT.
ANNEX A ALSO REFLECTS INPUTS FROM RAYTHEON PLUS ADDITIONS
BY ARMY TO INDICATE TOTAL PACKAGE CONCEPT FOR KUWAIT
REQUIREMENT AS CONCEIVED BY U.S.

3. NONE OF THESE ADDITIONAL L/O'S ARE CURRENTLY IN
WORKS, AND WE DO NOT INTEND TO PROCEED WITH THEM UNTIL

CASE UAH IS SIGNED BY GOK. IN PAST WE HAVE REPEATEDLY
RESPONDED TO URGENT KUWAITI REQUIREMENTS FOR NEW L/O'S,
MODIFICATIONS, OR QUANTITY CHANGES WHICH HAVE OVERTAXED
OUR ENTIRE SYSTEM. RATIO OF ISSUED L/O'S TO KUWAIT
VERSUS ACCEPTANCES IS COMPLETELY DISPROPORTIONATE WHEN
COMPARED TO OTHER COUNTRY FMS ACTIVITIES. WHEN CASE UAH
IS SIGNED, WE SHALL RESPOND AS EXPEDITIOUSLY AS POSSIBLE
TO INSURE TIMELY AND SYSTEMATIC APPROACH TO TOTAL KUWAIT
AIR DEFENSE REQUIREMENT.

4. REFTEL (A) SUGGESTS OCTOBER 5-6 DISCUSSIONS ON
I-HAWK TRAINING. WHILE WE CAN ASSEMBLE DA/CONTRACTOR
TRAINING TEAM TO BE IN-COUNTRY ON THAT DATE, WE PREFER
TO DEFER THIS ACTION UNTIL FIRM COMMITMENT ON CASE UAH
IS MADE BY GOK. OCTOBER 7 PROVISIONING CONFERENCE WE
ASSUME TO BE CONTRACTOR EFFORT WITHOUT USG INVOLVEMENT.
KISSINGER

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